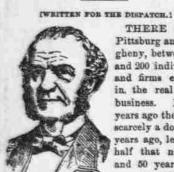
THE HUSTLING REAL ESTATE MEN

And the Important Part They Take in Such Transactions New.

A BUSINESS OF MARVELOUS GROWTH



THERE are in Pittsburg and Allegheny, between 150 and 200 individuals and firms engaged in the real estate business. Fifteen years ago there were

OF

scarcely a dozen; 30 years ago, less than half that number, sought after. Notaries also come in for their share of fees for the execution of conand 50 years ago. and 50 years ago, tracts, deeds and mortgages. All in all none at all. Not there are few businesses with more ramifithat the men of cations than that of the real estate dealer. W. A. Herron.

Pittsburg, half a century ago, did not buy, sell and rent houses and other property as to be paid in monthly installments, has to be paid in monthly installments, has they do to-day—for they did, though on a limited scale—but such an occupation as that of the modern real estate agent was unknown. It did not exist, because it was unnecessary. Old-time Pittsburgers doubt- ty are now property owners, or in a fair less had less business to attend to than the citizens of to-day. Most of them had less property, too; and land owners generally had time to attend personally to such | cash value at the time he made the bargain; business as the selling of lots, the renting of but the prospect of securing a home makes tenements and such other duties as are now him economical, and oftentimes the money tenements and such other duties as are now placed in the hands of agents. Those who could not do this employed lawyers or justices of the peace to manage such negotia tions for them. Whatever real estate trans-

actions were made were conducted by those who depended upon some other business or profes-sion as their mainstay and support. But as the city grew and land became valuable, those who were so fortu-

nate as to possess large estates began to find that it re- Henry A. Weaver, quired more and more of their time each year to look after their vested interests. Gradually they dropped other occupations to devote their whole attention to the management of their properties. Those who succeeded in making their own estates yield profitable returns came, after a while, to be entrusted with the conduct of similar business for other parties. They also speculated in a small way, and so by easy gradations became brokers and dealers in real estate. The real estate agent, as we know him to-

day, came into being in Pittsburg some time between 1840 and 1850. Sterley Cuthbert, whose sons still continue in the business, was the pioneer. Shortly after, Benjamin McLean secured a tract of land, laid off lots and began selling them. His son-in-law, Thomas S. Maple, next took an interest and the business was continued for some years under the firm name of McLean & Maple. In ante-war times Mr. Cuthbert and the firm just mentioned were the lead-For many years, and indeed until after after 1863 the business done was inconsider-

able, and probably some single firms in the city now record more transactions in one week than was done by all these early agents in a year. At the beginning little advertising was done and scarce

made by agents to induce those who had property to sell "Running after people" was Samuel W. Black. considered undignified and unprofessional; business would be necepted if it came in the dealer's way, but present methods of soliciting it were little used. It is safe to say that any man who should attempt to conduct a real estate agency now, as those of 30 years ago were conducted, would find his occupation unprofitable. In these days it is the man who has property to sell who advertises—seldom the man who

ful in this business are those who take the most pains to keep the public informed of what they are doing and of what bargains they have to offer. For a business so recently established the growth of the real estate traffic has been sur-prisingly great. The war period was a season of great activity for the few who were then dealing in realty. Money was made rapidiy, and a great deal of it lost with equal suddenness when the panic of 1873 brought financial stringency and swept away inflated values. Recovery from the effects of the panic was slow and painful. For a period of five years or more the real

desires to buy. Those who are most success-

estate market was depressed, but the steady growth of the city necessarily forced it to rally by degrees. Since 1880 the business in general has improved steadily, and during the past three years especially the real estate men have enjoyed a season of unprecedented prosperity. It is the almost unanimous tesprosperity. It is the almost unanimous tes-timony of the dealers of to-day that values are fixed and substantial, and that most of the property which exchanges hands is sold at such figures as to render the investment a safe and profitable one to the buyer. Of reasonably expect to realize at present; but these instances are not numerous, and fictitious values are rare among those who course there are owners who are asking

sire and expect to find purchasers immediately. The great competition in the business at present also operates to prevent undue inflation. Pittsburg has never had a "boom" in the 02 Western sense of the term, but it has enjoyed a constant and

prosperous growth, which, in all the ele-

ments that tend to

in the present and

well for a

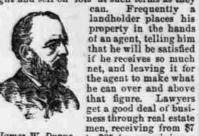
augur well for a perhaps never greater than now. A partner in one David P. Black, of the leading agencies tells me that his firm will sell \$4,000,000 worth of real estate dur-

Ten years ago one of the leading real estate firms found ample accommodations in the office of a firm engaged in another line of business, though they had only desk room there. Now some of the Fourth avenue dealers require offices as spacious and as numerous as the principal banks. The in-

printing office, and issues its own lists and Black & Baird. Mr. D. P. Black had been catalogues, though of course this does not with various real estate firms for about ten Old-Time Methods of Buying, Selling and Renting Property.

catalogues, though of course this does not reach anything like the number of people who are reached by the newspapers. Photographs of properties for sale are kept on hand in large quantities, and illustrated pamphlets are put out for the information of customers. Two or three carloads of lumbers of customers. er are used each year by one firm in the making of advertising signs. Many of these methods of attracting buyers have been adopted but lately.

Real estate dealers generally transact a commission business. Some buy tracts outright and sell off lots at such terms as they



James W. Drape. to \$25 for examining a title. The Fidelity Title and Trust Company makes a business of examining and insuring titles, and because of the immense tracts, deeds and mortgages. All in all there are few businesses with more ramifications than that of the real estate dealer.

The recent custom of selling houses and lots for a small cash payment, the balance to be paid in monthly installments, has greatly increased the number of real estate greatly increased the number of real estate.

Lawrenceville three years ago, and now has a liberal share of the business in that section of the city, besides dealing quite extensively in rural property. Reed B. Coyle & Co., the firm being composed of R. B. Coyle and R. J. Coyle, and R. J. way to become so, instead of rent payers. Of course, a man who buys a house or other property on the installment plan, eventually pays considerably more for it than its invested would otherwise have been used in a manner that would benefit neither his family nor himself. It is better to live in your own home, even if you are five or ten years in paying for it, then to pay rent for some other man's house all the days of your life. As it is now, it is possible for every industrious man of good habits to become

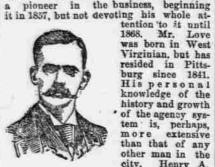
a real estate owner, unless some unusual misfortune befalls him. Nearly every agent in Pittsburg is earn-estly in favor of the establishment of a real estate exchange here, similar to those in

existence in other cities. The move-ment has been agitated for some time but has at last taken definite shape, and it begins to look as if the exchange would soon become a fixed fact and take its place among the recognized business institutions of the

C. H. Love city. Among the reasons urged for necessity of such an exchange are the lack of uniform rules among real estate men in the conduct of their business; the disposi-tion of a few to work for low commissions

and thereby cut prices; the occasional loss of commissions, after property is sold, through dishonesty on the part of the former holder, and, in fact, the need generally felt by men in this line of business for an organization that shall be mutually beneficial to their interests. Among the men now engaged in the real estate business, who have been identified with it almost from its inception, are W. A.

Herron, C. H. Love, Henry A. Weaver, C. Beringer and I. M. Pennock. Mr. Herron started an agency in 1863 and is now the head of the firm W. A. Herron & Sons, R. H. and J. W. Herron being associated with him in the conduct of the business. Mr. Herron is about 66 years of age, a native of Pittsburgh and one of its best-known citizens. C. H. Love was a pioneer in the business, beginning it in 1857, but not devoting his whole attention to it mail



Virginian, but has burg since 1841. history and growth of the agency sys-tem is, perhaps, more extensive than that of any other man in the city. Henry A. Weaver is the old-Thomas Liggett. est man still act-

ively engaged in real estate dealings, his age being almost three score and ten, and he has long been connected with the he has long been connected with the civil and business interests of the city. He was formerly a merchant, and from 1857 to 1850 served as Mayor of Pittsburg. He afterward held the position of United States Assessor of Internal Revenue for six years, and for a period of 15 years has conducted his present business, dealing in real estate and mortgages. C. Beringer, who was hore in Germany, but came to Alle was born in Germany, but came to Alle-gheny county when a boy, opened a real estate office in Allegheny in 1863, and, ex-cepting a short interval, has followed the business ever since. His son, W. C. Beringer, is now a member of the firm, the style of which is C. Beringer & Son. I. M. Pen-nock, of I. M. Pennock & Son, came to the city from the neighboring county of Fayette in 1837, and has devoted his attention to his

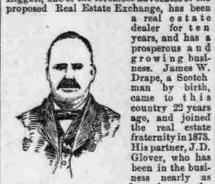
present business since 1866. Prominent among the younger real estate dealers, those who have come conspicuously to the front with Pittsburg's new growth, is the firm of Samuel W. Black & Co., established in 1878. The head of the firm is a Pitts-

father, Rev. John Black, D.D., having located here in 1797. Mr. Black is thepersonification of activity, and owes, C. Beringer.
like the other leading agents, much of his success to his live and judicious advertising. The steady and rapid growth of the business of this firm affords the best of evidence of the value of such advertising, Speaking of old-time methods of real estate dealers and contrasting them with those now

"Formerly an agent kept his list of properties for sale or to rent, in a book in writing, which he showed to customers as required. That system soon went out of date, and was succeeded by the plan of publishing a list to place in the hands of those

years; the others were younger in the busi-ness. By a liberal use of printer's ink and by their systematic business methods these young men soon succeeded in reaching a place in the front rank of real estate men. They now have a force of 25 employes and handle several millions worth of property

annually. A few words regarding other representa-tive men in this line of business whose



years, and has a prosperous and growing busicame to this country 22 years ago, and joined the real estate fraternity in 1873. His partner, J.D. Glover, who has ness nearly as long, became the

Thomas McCaffrey. associate of Mr. Drape in 1874. Thomas McCaffrey, a brother of Pittsburg's celebrated Dominick, opened an office in Jr., are among the youngest of the well-known agents. They engaged in business for themselves in December, 1887. Mr. Reed B. Coyle had previously been with Black & Baird.

Among other prominent firms, whose offices are located in the "old city" are Alexander & Lee, Alles & Bailey, John F. Bax-ter, Henry A. Breed, Baltensperger & Williams, J. R. Cooper & Co., J. Dermitt, D.
P. Thomas & Co., Dunlap & Bennett,
Graebling & Co., Morris & Fleming, J. J.
Howley, Hart & Wilkinson, McCune &
Coulter, W. W. McNeil & Bro., John H.
McCreery, A. J. Pentecost, Pittsburg Company (limited), George Schmidt, W. C. Stewart, Straub & Morris, Ed Wittisch and E. D. Wingenroth—the latter one of the few who have graduated from the newspaper business and engaged in real estate transac-

The firm of A. Leggate & Son, of Allegheny, is one of the oldest, if not the very oldest, on that side of the river. Ewing & Byers, A. D. Wilson, and many others are among the agents in our sister city, where values, especially on residence property, are increasing very rapidly. Among Penn avenue and East End real estate agents some of the best known are Mellon Bros., who deal in their

own property exclusively and have immense hold-ings; George F. McConnell, L. O. Frazier, D. C. Negley, Dennison & Schwan and Frank O. Van Gorder. Over on the Southside the Knox. Reed B. Coyle, ville Land Improvement Company has been doing a large business for some years. The agency of O. R. Toudy, of Carson street, receives a good share of the business from the Birmingham district. These lists might be multiplied indefinitely, but limited space

forbid the addition of another name. E. W. BARTLETT. NOTES ABOUT ART.

and some consideration for readers' patience

THE testimonial from the fire department to C. L. Magee was executed at the pen art de-partment of Duff's College. The details of the engine are brought out with great care. THE New York Art Guild is endeavoring to increases the number of its members and the field of its usefulness at the same time. It has now a membership of over 200 well-known artists, and is receiving additions to its members from a more widely extended territory than formerly. In the course of a couple of months it is the intention to establish a Bureau of Exhibitions, which will receive, care for and insure pictures belonging to members of the guild, which may be sent to it to be forwarded to the various expositions.

A PROJECT which is being advocated by a pumber of Eastern people, who take interest in art matters, prominent among whom is Mr. A. B. Turnure, editor of the Art Age, is the estab-B. Turnure, editor of the Art Age, is the establishment of annual conventions of representatives of all the art societies in the country. The
scheme includes the holding of exhibitions and
the conferring of prizes, and would doubtless be
greatly beneficial, as it would tend to bring
various art associations together and develop
an interest in the subject in some degree commensurate with its importance. The annual
exhibitions would then be really representative
of the nation's art, and result in the concentration of various energies which are now weakened for lack of united action.

ACCORDING to the original intention yesterday was to have been the last of the exhibition

ACCORDING to the original intention yester-day was to have been the last of the exhibition of foreign paintings in the Gillespie gallery, but Mr. Collins has decided to remain until the middle of the present week, and when he does depart it is more than probable that he will leave a number of fine works behind him. Several pictures have already been sold and removed from the gallery, and certain others are almost sure to find purchasers. Quite a number of new works have been received and added to the collection, taking the place of those which have been sold. A striking and original work bears the signature "Geo. Washington," a name dear to the heart of every American, though the artist is in nowise related to the man who first made it illustrious. A picture entitled "Defending the Dispatches." by Beauquesne, is a splendid painting, though by no means the most expensive one in the collection.

The celebrated French artist, Gerome, does not like the idea of a tariff upon works of

The method of steeling etched or engraved plates of copper, which is a comparatively recent invention, is one of those instances in which science lends its aid to the introduction of fine art into the homes of the masses. Formerly the first few proofs taken from a plate were immeasurably superior to those which followed, and the larger the edition of a work published the peorer became the later issues. The introduction of the process of depositing upon the surface of the etched plate a thin coating of steel has materially altered this condition of affairs, rendered the number of proofs, which may be issued from a plate in a fair condition of affairs, rendered the number of proofs, which may be issued from a plate in a fair condition, a practically unlimited quantity. The process, which simply consists of electro-plating the copper with steel, renders the softer metal as durable as the steel itself, for when the surface begins to wear, it may be re-steeled. Since it has thus become possible to issue as many copies of a work as may be thought desirable without the plate showing signs of wear, the price of good etchings from plates in first class condition has been materially reduced.

Two new etchings, "Eventide and "The Edge of the Marsh," both by E. L. Field, are very

A partner in one David P. Black. of the leading agencies tells me that his firm will sell \$4,000,000 worth of real estate during the year if business continues to be as good during the ensuing ten months as it has been during January and Pebranry of 1889. He bases his calculation on the actual record of seless made since the beginning of the year. As his firm is only one of several that have a business almost if not quite as large, some idea may be formed of the magnitude and importance of the transactions in city and subarban property.

Ten years ago one of the leading real estate firm of guite of a firm engaged in another line of the firm of Burns & Reilly, and who of the siness, though they had only deak room harders. Now some of the Fourth avenue dealers require offices as spacious and as numerous as the principal banks. The interior of the average real estate office, included, closely resembles that of a bank. The business, though they had only deak room dealers require offices as spacious and as numerous as the principal banks. The interior of the average real estate office, included that the property. His manners are quiet. He is very popular with the other agents as well as with buyers and sell-real estate handles morteages also, and the majority of the dealers make a feature for the proportions. In December, 1887, David P. Black, Milton I. Baird and Ledlie Gloninger, three enterprising young men, who had previously served an apprenticeship at the bisiness, and the true of several thanks and collecting rents for the majority of the dealers make a feature for the proportions. In December, 1887, David P. Black, Milton I. Baird and Ledlie Gloninger, three enterprising young men, who had previously served an apprenticeship at the beinged and formed a partnership under the style of the subject of the safe of the countries, and they contend that two or some of the business, and the proofs the safe of the countries, and the proofs the safe of the countries of the

The Inaugural Pageant is But a Sop Thrown to the Masses.

MR. CLEVELAND'S GRIM FORTITUDE Under the Unpleasant Exactions of Presi-

dental Etiquette. THE POLITICAL WHEEL OF FORTUNE.

ness. James W. Drape, a Scotch man by birth,

Appearance of Republican Statesmen Who Are Almost a Reminiscence. IFROM A STAFF CORRESPONDENT.) WASHINGTON, March 2.-There never was anything like it-this barbarous display in honor of the incoming President. If the present is so much of an increase over four years ago, what will it be four years been in the busi- from now? A halt must be called somewhere, but I suppose it never will be until a President is elected who will have nerve

enough to put his foot down on the whole performance, inaugural procession, ball and performance, inaugural procession, ball and and Lost.

the idiotic receptions that follow for four New York, Six Weeks to Standing The Success of Two Continents. long years, and stamp them out of existence. If the people will not shame the President by refusing to engage in such things I suppose we must wait for a President who will shame the people. The preparations for the inaugural parade to-morrow are positively insane. The lunsey four years ago was only a beginning to this. Seats cover every available foot of parking. The people's ground has been sold for the time to a few speculators, and those who do not choose to pay the prices asked, must take their chances on the sidewalks.

The streets along the route of the procession are roped in, and an army of men with clubs is detailed to drive the "mob" to the narrow space that is left for them on the footways-though the "mob" certainly deserves no better treatment, if it will persist in going to such performances, and inviting and permitting itself to be trampled upon. Even half of the sidewalks are obstructed for the most part of the route by the erection of scaffolding and seats by the owners or lessees of the buildings, and the chances are that many of those will come tumbling down upon the poor people who

will crowd the space below.

Windows are selling at prices never heard of before. I know of several for which \$500 is paid. Two hundred dollars is a common figure. I asked the price the other day of a room at a little family hotel in the interest of a friend. "Two hundred dellars, sir," was the prompt reply, without a blush. It was a very ordinary room, and I said so. "But whoever takes this room can use it for sleeping purposes as well as for the view of the procession, and that is more than you will usually get," and the clerk pointed out to me half a dozen windows in the neighborhood which rented for \$200, simply the procession.

Seats upon the open stands are selling like hotcakes for from \$2 to \$5 each. If it were Italian opera, with Patti and Nicolini in the east, the rush would not be so great. But long live nonsense! Give us bread and circuses! Let the men who run the politics of the country, and who are in reality the rulers, buffet and rob us to-day, if they but give us a show and plenty of noise and fireworks to-morrow we will forgive them.

Presidental Etiquette

Mrs. Cleveland has borne herself charmingly in the almost humiliating ordeal through which she is passing, and Mrs. Harrison has done what she could to relieve the embarrassment of the situation. There is something almost grotesque in the grim etiquette of the time. When the new President comes to the city he must call upon the great defeated. That is the prescription. Then the old President must call upon the new. If they have wives they must be accompanied by the ladies. When Cleveland was elected he was not married, and President Arthur was to all intents and pur-

Cleveland was elected he was not married, and President Arthur was to all intents and purposes a single gentleman.

Now, these old single fellows, the one a bachelor and the other for years a widower, both having a profound knowledge of the recourses of the worldly, had means to soften the rigors of the occasion. They took advantage of the situation, and bridged over the gulf between them with a span of glass. They grew mellow and genial, and congratulated and condoled with each other as two good fellows will, and there were no hard feelings. But the situation is different now. There are ladies in the case, and Harrison doesn't drink. He is a reserved man, sincere, frank, and not given to saying what he does not feel.

Cleveland, as everybody here knows, is awfully hurt by his defeat. In these circumstances the etiquette of the time must be, to say the least, very tiresome. Here comes a man who drives you out of your house against your will, and yet you are forced to dine him and embrace him and welcome him as though he were an angel of light come to bless your home. You pack up your traps, your visitor eats your best meal and drives in your best carriage, and then all in a moment he says "Now you get," and you can only say "Thank you," instead of the other thing which you would like to say.

Ups and Downs of Politics. What a funny thing "popular govern-The celebrated French artist, Gerome, does not like the idea of a tariff upon works of art, and when it was suggested to him that he send some of his pictures to the United States, he emphatically declined, and rather irritably exclaimed that the Americans viewed allke both art products and sardines, and made them pay the same tax, and then, after paying it, the pictures might not sell and would have to be returned. Whatever else may be said about the matter it is extremely unlikely that any good pictures would be returned for want of purchasers, as the people of this country are particularly liberal in regard to the prices they are willing to pay for foreign works. There are a number of Gerome's pictures in this country, one of them having been exhibited in this city recently in the Reichard collection. The work in question was but a small canvas, and being valued at \$2.250 will convey some idea of the prices at which other works by the same artist are likely to be held.

The method of steeling etched or engraved plates of copper, which is a comparatively recent invention, is one of those instances in which science lends its aid to the introduction of fine art into the homes of the masses. Formerly the first few proofs taken from a plate work in manufacture of the surface of the science of the science in the science in the country are some of the science of the s ment" is anyway. Here is a man who last

Resurrected Statesmen. But the time has brought lots of interest ing, prominent and historical people to the town, and many are given a chance to see them, if nothing more. Men like Cassius M. Clay and Hannibal Hamlin and William Windom, who were nearly forgotten, liam Windom, who were nearly forgotten, turn up almost as bright and as fresh as ever, and remind us that death is not always cruel, as so many good people are allowed a live long beyond the average age of the human kind. The swallow-tail coat of Hamlin is a sight for sore eyes. It recalls the good old-fashloned past. The swallow-tail has disappeared from Congress. When Hamlin passed out of the chair of the President of the Senate, Conger came in a few years to supply the lack in that body. Then Luke Poland, whose swallow-tail had the addition of brass buttons, came into the House, and so both the House and the Senate for a time had representatives of the old school.

School.

What a revival of the past this re-entrance of the Republican party is. Here at a glance, in the rooms of the Arlington, may be seen Blaine, Morton, Platt, Windom, Clay, Clayton, of Arkansas, Speer, or Georgia, Longstreet, Hamlin, Elkins, Boutwell, Proctor, Mahone, Henderson, of Missouri, and dozens of others whose forms were familiar years ago, but most of whom were practically retired from politics. Dorsey and Brady are about the only ones who are absent of the old circle of managers. They have reformed.

E. W. L.

A Trust That is No Monopoly.

The trust reposed by the dyspeptic and bilious in Hostetter's Stomach Bitters is not a monopoly. It is shared not only by them, but by residents of malarious localities, quondam rheumatic sufferers whom it has relieved, and the nervous, debilitated and infirm whom it has built up. If troubled with inaction of the kidneys you should use it. Give this medicine the systematic trial it merits.

See our line of American challi at 6140 and 200 a yard. Many very beautiful styles in these popular fabrics.

MWFSU HUGUS & HACKE.

NEW ADVERTISEMENTS.

THEATER,

WEEK OF MARCH 4.

MATINEES WEDNESDAY and SATURDAY.

The Great London and New York Success,

First Time in Pittsburg!

By TOM CRAVEN.

The Most Powerful Melo-Dramatic | Boston, Two Weeks to Standing Production of the Times.

A Thrilling Story of Love Won and Lost.

Room.

A Reigning Sensation in London.

A Storm of Tears and Laughter.

Interpreted by the Strongest Dramatic Company Traveling. Act I. The Grounds. Templeton Manor. Act II. Office Lowerside Mills. Act III. Lapse of Six Months. Galton Cross. Winter. Act IV. Lapse of 18 Months. The Priory.

THE STORM at SEA and the WRECK of the MELBOURNE. This has been pronounced by competent judges the most Realistic Shipwreck ever placed upon the stage.

services of the eminent scenic artist Mr. Phillip Goatcher, and instructed him to spare no expense in making THE FUGITIVE one of the grandest scenic productions of the present day. In this he has met their approval.

BIJOU PRICES, RESERVED SEATS, 75c, 50c and 25c.

WEEK COMMENCING MARCH 4, 1889,

ISS AGNES CO

SUPPORTED BY PALMER'S COMEDY CO.



Monday, Tuesday and Wednesday.

It is not a border drama, but a sweet, pure, simple story of our day. It has its sunshine and its gloom, its bright-colored hopes and its shaded sorrows. It lives among the plays that fathers, mothers and their children can see again and again, and each time feel better for it. It is a family narrative, a thrilling story of the home fireside which touches home to every

Thursday, Friday and Saturday, The Story of Mormon Life, entitled

Every actor and actress in the city invited to the Thursday Matinee. PRICES: | Matinee, 10c; Reserved Seats, 15c and 20c. Night, 10c; Reserved Seats, 15c and 25c. March 11-James H. Wallick's "Cattle King."

A VERY SELECT AFFAIR. Ward McAllister Superintends the Ticket

End of the Centennial Ball. PRPECIAL TELEGRAM TO THE DISPATCH.1 NEW YORK, March 2.-The tickets for the ball at the Metropolitan Opera House, on April 29, which is to precede the Centennial celebration of Washington's inauguration were not ready to-day, so the considerable number of people who applied at the Madison Square Bank for them were disappointed. If ready tofor them were disappointed. If ready tomorrow they will be issued at
once, at \$10 each, only to those
whose names are found in a list
furnished by Mr. Ward McAllister, manager of the Entertainment Committee. The
bank will submit the names of persons not
on the list who apply for tickets to the
committee, but will not sell their tickets
until authorized by the committee. The
list is said to be a list of applicants whose
applications have been passed on already. spelications have been passed on already.
Several who applied for tickets to-day were not on the list. They took it goodnaturedly when told that they could'nt have had tickets even if they had been ready, and lett their money as required. The tickets, if ready, will be on tap tomorrow, at a little window like that of the box office of the theater, just within the door of the Worth Monument entrance to the hear.

AN indefinable yet exquisite perfume lingers in the laces and lingeric among which has been laid one of J. & E. Atkinson's delicate sachets.

Clonk Department. Spring jackets, spring long and short wraps, spring garments in all the newest de-signs; novelties in black lace cloaks and nourning wraps, Hugus & HACKE.

EXTRA.

E. D. WILT.....Lessee and Manager SPECIAL ENGAGEMENT, COMMENCING MONDAY, MARCH 11. Farewell Tour of the Comedians,

Wm. H. Crane,

And their company, presenting Bronson How-ard's great Comedy, The Henrietta.

Mr. ROBSON as.....Berta, The Lamb Mr. CRANE as.....Nicholas Vanalstque PRICES.—Parquet ands first two rows for circle, \$1 60; balance of parquet circle, \$1; first two rows dress circle, 75c; balance,50; gallery, 25c. Sale of seats begins next Thursday morning.

mb3-71

IMPERIAL HALL, COR. SEVENTH AVENUE and new Grant street.
The Imperial Club reception and dance THURSDAY EVENING, March 7; 8 to 2 Original Royals—McMichael's. All lovers of dancing are invited. F. G. REINEMAN,

SI AND SI SIXTH STREET. Headquarters for Costumes of all descriptions, for hire at reasonable prices.

del6-80 F. G. REINEMAN.

E. D. WILT.....Lessee and Manager

Wednesday and Saturday Matinees. The distinguished Irish Comedian, MR. JOSEPH MURPHY

Monday and Tuesday Nights,

-THE-KERRY GOW Supported by the Talented Young Leading Actress, Miss

BELLE MELVILLE And a Powerful Dramatic Company

Wednesday Matinee and Night and Thursday Night, in his new play, Ready to show you now all the latest Novelties in Dreas Trimmings, Bead Gimps, Persian Bands, large and small Buttons to match. Prices always the lowest in town. The largest assortment of the new craze, Jane Hading Veiling, 49c to \$1 25 per yard. THE DONAGH

Introducing Panoramic Views of the beautiful LAKES OF KILLARNEY. Friday Night and Saturday Matinee and Night he will appear in

SHAUN RHUE Introducing Mr. Murphy's wonderfully suc-cessful song,

Week of March 11-Robson and Crane, in "THE HENRIETTA." mh3-21 Williams' Academy.

"A HANDFUL OF EARTH."

Monday evening, March 4. Matinees: Tuesday, Thursday & Saturday,

LILY CLAY'S Gaiety, Comique and Burlesque

COMPANY. THE SHOW OF THE PERIOD. All new features and the new burlesque, cutitled

March 11—Harry Williams' Own Company, mh3-18 CASINO MUSEUM.

WEEK OF MARCH 4. WEEK OF MARCH 4.

Kennedy and Mack, Frank and John.
Cuponties, Chas, and Alice. Thomas Hall.
Bradys, Jim and Jennie. T. J. Hetron.
Wright and Burns, John and Lotta.
Prof. Lee Howard.
Little Eva, the smallest living being now on earth.
Admiral Dot. Miss Sadie Belton.
Murphy, Irish Whittler.

NEW GOODS

A CURRENT OF BARGAINS.

We'd Like to Dispel a Fallacy. It Has Been Inferred

FURNITURE, CARPETS, Etc.,

Our prices are high. Really and truly they are not. Take any article you know about, or which you can "carry in yout eye," price it at any other reliable store, then price it at ours, you'll find that either we will sell you the article for Cash or Credit. Our figures are lower than the lowest elsewhere. That is for honest goods. Nobody wants a shamglue for screws, shavings for hair, or any trash—at any price such combinations are dear.

We never sell what we cannot recommend, but we do sell grades of good Furniture, Carpets, etc., from the most ordinary kind up to the most elegant, and we make the terms easy, that is, providing you wish for credit. It is a pleasure to show visitors over our entire establishment before they are ready to buy, as well as after they conclude to do so. Our warerooms abound with EVERYTHING NEW AND LOVELY. Fresh invoices are arriving daily, and include many elegant, and artistic things while through our enare arriving daily, and include many elegant and artistic things, while through our entire stock runs a strong CURRENT OF BARGAINS.

Our prices are slways the lowest possible, and we have slways something extra to offer for a reason. Right now we have a number of very carefully-made Suits and Pieces in very choice patterns which we offer at prices much below their real value. You should come and see us. You are welcome, whether you come simply to look or to buy.

HOPPER BROS. & CO.,

PITTSBURG'S LEADING CASH OR CREDIT HOUSE, 307 WOOD STREET, BET. THIRD AND FOURTH AVES. Passenger Elevator. Open Saturday Until 10 o'clock.

DANZIGER & SHOENBERG.

MORRIS H. DANZIGER.

SPECIAL and IMPORTANT

In a Few Days We Shall be Ready to Announce the Date of the GRAND OPENING

NEW DEPARTMENTS.

FAMOUS LOW PRICES

Will be the Ruling Feature in our New and Attractive

DRY GOODS STORE All good housekeepers will be delighted with our BIG BASE-MENT STORE. Everything useful in House Furnishing Goods

IT WILL PAY YOU TO WAIT. EXTRAORDINARY OFFERING IN NEW GOODS.

you'll find right here better and cheaper than you ever bought

Spring Wraps, Spring Jackets,

Beaded Capes, Blouses and Jerseys.

Remarkable Values Week Commencing Monday, March 4 In Table Linens, Napkins, D'Oylies, Damask Table Cloths, with Nap-

kins to match. Unequaled Towel Bargains.

A Grand Assortment Of White Goods, Embroideries, Flouncings, French Nainsocks, Victoria Lawns, Persian Lawns, Nainsock Plaids and Checks, Plaid Lawns, India Linen Lawns and a SUPERB NEW STOCK OF MUSLIN UNDERWEAR, comprising everything de-

sirable for Ladies, Misses, Children and Infants.

APRONS. The largest stock in town to select from. You'll be surprised to see the pretty and cute Aprons for the little folks.

Our Grand Showing of New Spring Shades in Reliable Kid Gloves, Our Own Direct Importation. See the Very Best One-Dollar Kid Glove in America.

DANZIGER & SHOENBERG

Nos. 42,44,46,48,50,52 Sixth st.—538,540,542 Penn ave.

Adorn It With Bright, New CARPETS OR ELEGANT FURNITURE

Bought at the Old Reliable House of

PICKERING'S.

Select from the immense stock we're showing this season, and take advantage of not only our low prices, but also our offer to sell anything in the whole of our big establishment either for eash or on the easiest and most favorable of terms.

We have the Finest Parlor Suits! We have the Grandest Chamber Sets! We have the Most Elegant of Dining Room Suits! We have Magnificent Sideboards! In fact, we have the best in the city!

You should buy your Carpets now. It'll be wise for you to do so. Come and select the Carpets you will want. You've only got to pay a small deposit, and we'll keep until such time as you want them. Let us measure your rooms and make your carpets while you have the pick of the best we have in our house. The Carpets will then be all ready for April 1. Our upholaterers are now going into every part of the two cities measuring rooms for people who wisely buy Carpets now, and so save bother later on.

We furnish houses complete from cellar to attic. Make the lowest prices in Pittaburg. Give the bests and easiest terms. Offer special inducements to young married couples. Have no old stock of any kind to sell. Do not deal in second-hand goods. Have no branch stores. Call and see us, whether you want to look or to buy.

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OLD RELIABLE HOUSE,

ROBINSON CRUSOE.

You'll find it always pays to trade here.

PICKERING'S

COR. TENTH AND PENN.